DANCE

BAR NIGHTS

2077895280

Source: https://www.industrydocuments.ucsf.edu/docs/mfym0004

Marlboro

Noches De Baile Competencia

BudgetProposal Summary

I.	**Staff Travel Expenses (Reimbursed)**		**$10,300**
II.	**Support Staff Expenses (Advanced)**		**$50,514**
	Event Coordinators Fee	$28,500	
	Event Coordinators Travel To Orientation	$10,214	
	Regional Champion Dance Couple Fee & Travel Expenses (Salsa/Regional Mexican)	$5,200	
	Regional Host Celebrities Fee & Travel Expenses (Salsa/Regional Mexican)	$2,700	
	Regional Judges Fee & Expenses (3 per Region)	$3,900	
III.	**Contestant Travel Expenses**		**$33,966**
	Regional Contest Trips (Travel & Lodging)	$25,666	
	Regional Contestant Banquet Charges	$3,300	
	Contestant Transportation (hotel to club & back to hotel)	$5,000	
IV.	**Contestant Prize Money**		**$61,500**
	Local Prizes	$44,000	
	Regional Prizes	$17,500	
V.	**Administrative Costs**		**$10,300**
	Telephone	$4,500	
	Shipping	$2,000	
	Mail (Post Office)	$1,800	
	Office Supplies	$2,000	

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VI.	**Promotional Materials**		**$6,500**
	Audio CD Production Charges	$6,500	
VII.	**Artist Fees**		**$54,000**
	Pricing		
	Management Fee for Total Program		**$55,000**
	Account Supervisor		**$15,000**
	Event Supervisor		**$6,000**
	Program Total		**$303,080**

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NOCHES DE BAILE COMPETENCIA

Staff Travel Expenses

Position	Units	Description	Rate	Total
New York City Philip Morris Planning Trips	2	Per Diem	$100.00	$200.00
New York City Philip Morris Planning Trips	2	Hotel	$200.00	$400.00
New York City Philip Morris Planning Trips	2	Air Fare	$350.00	$700.00
New York City Philip Morris Planning Trips	2	Ground Trans	$100.00	$200.00
Total Costs				**$1,500.00**
Event Coordinator Orientation Trips - El Paso	1	Per Diem	$100.00	$100.00
Event Coordinator Orientation Trips - El Paso	1	Hotel	$200.00	$200.00
Event Coordinator Orientation Trips - El Paso	1	Air Fare	$400.00	$400.00
Event Coordinator Orientation Trips - El Paso	1	Ground Trans	$100.00	$100.00
Event Coordinator Orientation Trips - New York	1	Per Diem	$100.00	$100.00
Event Coordinator Orientation Trips - New York	1	Hotel	$200.00	$200.00
Event Coordinator Orientation Trips - New York	1	Air Fare	$400.00	$400.00
Event Coordinator Orientation Trips - New York	1	Ground Trans	$100.00	$100.00
Event Coordinator Orientation Trips - Miami	1	Per Diem	$100.00	$100.00
Event Coordinator Orientation Trips - Miami	1	Hotel	$200.00	$200.00
Event Coordinator Orientation Trips - Miami	1	Air Fare	$400.00	$400.00
Event Coordinator Orientation Trips - Miami	1	Ground Trans	$100.00	$100.00
Total Costs				**$2,400.00**
Regional Advance Trips - Houston	2	Per Diem	$100.00	$200.00
Regional Advance Trips - Houston	2	Hotel	$200.00	$400.00
Regional Advance Trips - Houston	2	Air Fare	$400.00	$800.00
Regional Advance Trips - Houston	2	Ground Trans	$100.00	$200.00
Regional Advance Trips - Miami	2	Per Diem	$100.00	$200.00
Regional Advance Trips - Miami	2	Hotel	$200.00	$400.00
Regional Advance Trips - Miami	2	Air Fare	$400.00	$800.00
Regional Advance Trips - Miami	2	Ground Trans	$100.00	$200.00
Total Costs				**$3,200.00**
Regional Contest Trips - Houston	2	Per Diem	$100.00	$200.00
Regional Contest Trips - Houston	2	Hotel	$200.00	$400.00
Regional Contest Trips - Houston	2	Air Fare	$400.00	$800.00
Regional Contest Trips - Houston	2	Ground Trans	$100.00	$200.00
Regional Contest Trips - Miami	2	Per Diem	$100.00	$200.00
Regional Contest Trips - Miami	2	Hotel	$200.00	$400.00
Regional Contest Trips - Miami	2	Air Fare	$400.00	$800.00
Regional Contest Trips - Miami	2	Ground Trans	$100.00	$200.00
Total Costs				**$3,200.00**

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SupportStaff Expenses

Position	Units	Weekly Rate	Weeks of Work	Total Salary
Event Coordinators Fees				
NEW YORK/MIAMI REGION				
Regional Event Coordinator	1	$100.00	5	$500.00
Event Coordinator	27	$100.00	5	$13,500.00
TEXAS REGION				
Regional Event Coordinator	1	$100.00	5	$500.00
Event Coordinator	28	$100.00	5	$14,000.00
Total Event Coordinators Fee				$28,500.00

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SupportStaff Expenses

Position	Units	Description	Rate	Total
Event Coordinators Travel to Orientation				
NEW YORK/MIAMI REGION				
Regional Event Coordinator	1	Per Diem	$30.00	$30.00
Event Coordinator	27	Per Diem	$30.00	$810.00
TEXAS REGION				
Regional Event Coordinator	1	Per Diem	$30.00	$30.00
Event Coordinator	28	Per Diem	$30.00	$840.00
Total Event Coordinators Per Diem				**$1,710.00**
NEW YORK/MIAMI REGION				
Event Coordinator - Tampa	2	Air Fare	$200.00	$400.00
Event Coordinator - Orlando	4	Air Fare	$200.00	$800.00
Event Coordinator - West Palm Beach	1	Mileage	.30/mil	$36.00
TEXAS REGION				
Event Coordinator - Houston	5	Air Fare	$196.00	$980.00
Event Coordinator - Dallas	5	Air Fare	$158.00	$790.00
Event Coordinator - Laredo	3	Air Fare	$196.00	$588.00
Event Coordinator - San Antonio	5	Air Fare	$194.00	$970.00
Event Coordinator - Killine	2	Air Fare	$176.00	$352.00
Event Coordinator - Corpus Cristi	3	Air Fare	$196.00	$588.00
Total Event Coordinators Travel				**$5,504.00**
NEW YORK/MIAMI REGION				
Regional Event Coordinator	1	Lodging	$100.00	$100.00
Event Coordinator	6	Lodging	$100.00	$600.00
TEXAS REGION				
Regional Event Coordinator	1	Lodging	$100.00	$100.00
Event Coordinator	22	Lodging	$100.00	$2,200.00
Total Event Coordinators Lodging				**$3,000.00**
Event Coordinators Travel to Orientation				**$10,214.00**

* Hotel to provide airport transportation

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SupportStaff Expenses

Position	Units	Description	Rate	Total
Regional Champion Dance Couple Fees				
NEW YORK/MIAMI REGION				
Regional Dance Champion	2	Air Fare	$400.00	$800.00
Regional Dance Champion	2	Per Diems	$100.00	$200.00
Regional Dance Champion	2	Hotel	$200.00	$400.00
Regional Dance Champion	2	Ground Trans	$100.00	$200.00
Regional Dance Champion	2	Fee	$500.00	$1,000.00
TEXAS REGION				
Regional Dance Champion	2	Air Fare	$400.00	$800.00
Regional Dance Champion	2	Per Diems	$100.00	$200.00
Regional Dance Champion	2	Hotel	$200.00	$400.00
Regional Dance Champion	2	Ground Trans	$100.00	$200.00
Regional Dance Champion	2	Fee	$500.00	$1,000.00
Total Cost				**$5,200.00**
Regional Host Celebrities Fees				
NEW YORK/MIAMI REGION				
Regional Host Celebrities	1	Air Fare	$400.00	$400.00
Regional Host Celebrities	1	Per Diems	$150.00	$150.00
Regional Host Celebrities	1	Hotel	$200.00	$200.00
Regional Host Celebrities	1	Ground Trans	$100.00	$100.00
Regional Host Celebrities	1	Fee	$500.00	$500.00
TEXAS REGION				
Regional Host Celebrities	1	Air Fare	$400.00	$400.00
Regional Host Celebrities	1	Per Diems	$150.00	$150.00
Regional Host Celebrities	1	Hotel	$200.00	$200.00
Regional Host Celebrities	1	Ground Trans	$100.00	$100.00
Regional Host Celebrities	1	Fee	$500.00	$500.00
Total Cost				**$2,700.00**
Regional Judges Fees				
NEW YORK/MIAMI REGION				
Regional Judge	3	Fee	$500.00	$1,500.00
Regional Judge	3	Hotel	$150.00	$450.00
TEXAS REGION				
Regional Judge	3	Fee	$500.00	$1,500.00
Regional Judge	3	Hotel	$150.00	$450.00
Total Cost				**$3,900.00**

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Contest Winners Travel Summary

CITY OF ORIGIN	Number of Contestants Per City	Number of Couples Per City	Number of Nights Clubs Per City
NEW YORK/MIAMI REGION			
NEW YORK	20	10	10
NEW JERSEY	8	4	4
MAIMI	10	5	5
TAMPA	4	2	2
ORLANDO	8	4	4
WEST PALM BEACH	2	1	1
HALLENDALE	2	1	1
Regional Total	**54**	**27**	**27**
Regional Final Competition - Miami			1
TEXAS REGION			
EL PASO	10	5	5
HOUSTON	10	5	5
DALLAS	10	5	5
LAREDO	6	3	3
SAN ANTONIO	10	5	5
KILLINE	4	2	2
CORPUS CRISTI	6	3	3
Regional Total	**56**	**28**	**28**
Regional Final Competition - Houston			1
Total - Combined Final Competiton	**110**	**55**	**57**

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Contestant Travel Expenses

Position	Units	Description	Rate	Total
Regional Contest Trips				
NEW YORK/MIAMI REGION				
New York	20	Air Fare	$178.00	$3,560.00
New York	20	Per Diems	$30.00	$600.00
New York	20	Hotel	$138.00	$2,760.00
New York	20	Ground Trans	N/a	$2,000.00
New Jersey	8	Air Fare	$260.00	$2,080.00
New Jersey	8	Per Diems	$30.00	$240.00
New Jersey	8	Hotel	$138.00	$1,104.00
New Jersey	8	Ground Trans	$0.00	$0.00
Tampa	4	Air Fare	$127.00	$508.00
Tampa	4	Per Diems	$30.00	$120.00
Tampa	4	Hotel	$138.00	$552.00
Tampa	4	Ground Trans	$0.00	$0.00
Orlando	8	Air Fare	$170.00	$1,360.00
Orlando	8	Per Diems	$30.00	$240.00
Orlando	8	Hotel	$138.00	$1,104.00
Orlando	8	Ground Trans	$0.00	$0.00
West Palm Beach	2	Air Fare	$0.00	$0.00
West Palm Beach	2	Per Diems	$30.00	$60.00
West Palm Beach	2	Hotel	$0.00	$0.00
West Palm Beach	2	Ground Trans	$0.00	$0.00
Miami	10	Air Fare	$0.00	$0.00
Miami	10	Per Diems	$30.00	$300.00
Miami	10	Hotel	$0.00	$0.00
Miami	0	Ground Trans	$0.00	$0.00
Hallandale	2	Air Fare	$0.00	$0.00
Hallandale	2	Per Diems	$30.00	$60.00
Hallandale	2	Hotel	$0.00	$0.00
Hallandale	2	Ground Trans	$0.00	$0.00
Total Cost				**$16,648.00**

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* All ground transportation for the Regional requirements are in New York Allocation

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Contestant Travel Expenses

Position	Units	Description	Rate	Total
Regional Contest Trips				
Texas Region				
Dallas	10	Air Fare	$119.00	$1,190.00
Dallas	10	Per Diems	$30.00	$300.00
Dallas	10	Hotel	$100.00	$1,000.00
Dallas	46	Ground Trans	N/A	$3,000.00
El Paso	10	Air Fare	$240.00	$2,400.00
El Paso	10	Per Diems	$30.00	$300.00
El Paso	10	Hotel	$100.00	$1,000.00
El Paso	10	Ground Trans	$0.00	$0.00
San Antonio	10	Air Fare	$202.00	$2,020.00
San Antonio	10	Per Diems	$30.00	$300.00
San Antonio	10	Hotel	$100.00	$1,000.00
San Antonio	10	Ground Trans	$0.00	$0.00
Corpus Cristi	6	Air Fare	$116.00	$696.00
Corpus Cristi	6	Per Diems	$30.00	$180.00
Corpus Cristi	6	Hotel	$100.00	$600.00
Corpus Cristi	6	Ground Trans	$0.00	$0.00
Laredo	6	Air Fare	$116.00	$696.00
Laredo	6	Per Diems	$30.00	$180.00
Laredo	6	Hotel	$100.00	$600.00
Laredo	6	Ground Trans	$0.00	$0.00
Killine	4	Air Fare	$259.00	$1,036.00
Killine	4	Per Diems	$30.00	$120.00
Killine	4	Hotel	$100.00	$400.00
Killine	4	Ground Trans	$0.00	$0.00
Houston	10	Air Fare	$0.00	$0.00
Houston	10	Per Diems	$30.00	$300.00
Houston	10	Hotel	$0.00	$0.00
Houston	10	Ground Trans	$0.00	$0.00
Total Cost				**$17,318.00**

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• All ground transportation for the Regional requirements are in Dallas Allocation

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Contestant Prize Money

Position	Units	Description	Rate	Total
Regional Contest Prize Money				
New York/Miami Region				
1st Place - Local	27	Salsa & Merengue	$500.00	$13,500.00
2nd Place - Local	27	Salsa & Merengue	$200.00	$5,400.00
3rd Place - Local	27	Salsa & Merengue	$100.00	$2,700.00
Total Cost				**$21,600.00**
Texas Region				
1st Place - Local	28	Regional Mexicano	$500.00	$14,000.00
2nd Place - Local	28	Regional Mexicano	$200.00	$5,600.00
3rd Place - Local	28	Regional Mexicano	$100.00	$2,800.00
Total Cost				**$22,400.00**
Total Local Costs				$44,000.00
New York/Miami Region				
1st Place - Local	1	Salsa & Merengue	$5,000.00	$5,000.00
2nd Place - Local	1	Salsa & Merengue	$2,500.00	$2,500.00
3rd Place - Local	1	Salsa & Merengue	$1,250.00	$1,250.00
Total Cost				**$8,750.00**
Texas Region				
1st Place - Local	1	Regional Mexicano	$5,000.00	$5,000.00
2nd Place - Local	1	Regional Mexicano	$2,500.00	$2,500.00
3rd Place - Local	1	Regional Mexicano	$1,250.00	$1,250.00
Total Cost				**$8,750.00**
Total Regional Finals Costs				**$17,500.00**
Total Contestant Prize Money				**$61,500.00**

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Total Cost **$246,000.00**

Source: https://www.industrydocuments.ucsf.edu/docs/mfym0004

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Administrative Costs

Description	Amount
Telephones	$4,500.00
Shipping	$2,000.00
Mail (Post Office)	$1,800.00
Office Supplies	$2,000.00
Total for Administrative Costs (Reimbursed)	**$10,300.00**

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Promotional Materials

Description	Amount
Audio CD Production Charges	$6,500.00
Total for Administrative Costs (Reimbursed)	**$6,500.00**

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Artists Fees

Description	Amount
Performance Fees For Artists At Regional Events	$54,000.00
Total for Performance Fees (Advanced)	**$54,000.00**

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Artists Fees

Description	Amount
Performance Fees For Artists At Regional Events	$54,000.00
Total for Performance Fees (Advanced)	**$54,000.00**

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NOCHES DE BAILE COMPETENCIA

Pricing

Description	Amount
Management Fee For Total Program	$55,000.00
Account Supervisor	$15,000.00
Event Supervisor	$6,000.00
Total for Pricing	**$76,000.00**

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